

## Become a Service Provider

Leverage the growing market of Infospeed users.

*Microsoft CEO Bill Gates' technology predictions for the new year are out: fast DSL (digital subscriber lines) connections... will make a big splash in 1998... DSL will take off...*

-By Jeff Peline, NEWS.COM, December 30, 1997

The Internet is growing - not only in users and people connecting, but also in data file sizes and downloadable information. Yesterday it was text. Today it is graphics. Tomorrow? The sky is the limit, not the bandwidth. Customers are demanding faster access and new applications. Bell Atlantic can help you leverage the bandwidth so you can provide your residential customer with megabits of information.

### Where Do You Fit In?

Bell Atlantic is providing the transport, the basic high-speed access connection to the residence. That is what we do best. Here is where you fit in: Content, Internet Access and Services. That is what you do best. Customers need a place to go on the Internet to get their e-mail, set-up home pages, chat with a friend, check information, or just surf around. And, with the bandwidth of Infospeed Service, powered by DSL technology, the potential for new applications, by you, our partners, is tremendous!

Bell Atlantic is in the process of looking for partners for Internet Protocol (IP) connectivity. Bell Atlantic has the access and transport. We need you to provide the services and content. You have grown the Internet. Your network and content are key parts of the puzzle. We need your piece to make the picture complete. Help us make the customer's Internet experience a rewarding, educational, and entertaining one.

By partnering with Bell Atlantic Consumer Data Services in the offering of Infospeed Service, you, as a Service Provider, content developer, or media company can offer more services and add greater value to your customers.

### For More Information

Please contact your local Bell Atlantic Account Representative.

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## The Benefits of Speed

**Infospeed DSL service provides you with a high-speed dedicated link to your home that offers unique advantages over other options.**

### **Infospeed DSL vs. Analog Modems**

Analog modems are, of course, analog.

Infospeed DSL sends information digitally all the way to your home, providing a more stable, reliable connection.

Analog modems tie up your phone line.

Infospeed DSL service provides you with the flexibility to surf the Internet while you talk on the phone or send a fax, over one phone line.

Analog modems require you to dial in to an ISP or Remote LAN, sometimes experiencing busy signals. Infospeed DSL is on a dedicated line that's always connected. It requires no dialing, and that means no more dreaded busy signals.

Current analog modem speeds are less than 56 Kbps. Even if you use the newest analog modem technology that enables you to tie two data streams together, you are still limited to 112 Kbps. Infospeed Service is much faster. In fact, Infospeed 640K is over 12 times faster than a 56 Kbps modem.

### **Infospeed DSL vs. Cable Modems**

Cable modem services offer shared bandwidth between you and your neighbors. Your speed will vary with how many people are on the cable modem network. With Infospeed DSL service, you have a dedicated connection to your home.

When you subscribe to cable modem service, you usually have no choice but to use the cable company's ISP. In some cases, this will require switching from your current ISP and e-mail account. With Infospeed DSL, you may use Bell Atlantic.net, but you also have the freedom to use any other ISP.

Plus, Infospeed DSL is backed by the strength and experience of Bell Atlantic, a leading provider of communications solutions for over 50 years.

[Availability](#) | [What Is Infospeed DSL?](#) | [Pricing](#) | [FAQ](#)

**Exhibit B**

**CBSMarketWatch**

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**REUTERS**

## Dell taps AT&T, Excite, SBC for Internet services

**Reuters Story - September 23, 1998 10:20**

By Eric Auchard

NEW YORK, Sept 23 (Reuters) - Dell Computer Corp. said Wednesday it was teaming up with AT&T Corp., Excite Inc. and SBC Communications Inc. to make Internet access easier and dramatically faster for buyers of its personal computers.

The announcement of the program, dubbed ConnectDirect, triggered a rally in search engine company Excite's stock, which surged \$7.50, or 26 percent, to \$35.875 in afternoon Nasdaq trading.

Dell said that beginning this week, it would offer customers an easy way to obtain Net access from leading Internet service providers, starting with AT&T's nationwide WorldNet service.

Dell, based in Round Rock, Texas, sells PCs directly to consumers via telephone and the Internet.

The PC maker said DirectConnect also offers, via Excite, personalized Web start-up pages providing customized news and links to Dell services, including technical support.

"We talk to our customers, and they've told us they want easy Internet access and the ability to customize content," Paul Bell, senior vice president of Dell's home and small business unit, said in statement.

The deal with SBC calls for the regional phone company to provide Dell customers with Net

access 50 times faster than possible using conventional modems, using a technology known as ADSL, or Advanced Digital Subscriber Line.

Dell and SBC plan to begin offering the ADSL service to consumers and businesses in California and Texas later this year.

Dell will factory-install ADSL modems in its Dimension PCs, and both Dell and SBC will sell ADSL service. SBC offers phone service in the Southwest and California and is seeking to merge with Ameritech Corp.

AT&T said Dell had chosen WorldNet as its first national Internet service provider. Dell customers will be offered a menu of alternative service providers, the long-distance phone company said.

The first month of WorldNet service is free. After that, it costs \$19.95 a month for 150 hours of Internet service.

On connecting to the Internet, customers are introduced to the Web with a personalized Excite page (<http://www.dell.excite.com>) with pre-selected news and content. Users can further personalize their Excite pages to receive the latest news, sports scores, horoscopes, stock portfolios and more.

The deal linking Dell customers to Excite is a boost for the No. 2 search engine company in its battle to increase its share of cybersurfers using Excite as a main gateway to the Internet.

Denise McGuire, Excite vice president of business development, said the new venture was a key distribution deal that would help the Redwood City, Calif.-based company reach "millions and millions" of new customers.

"Dell has told us the main reason people are buying PCs is to get onto the Internet," said McGuire.

"It's a great deal for Excite," said William Blair analyst Abishek Gami. "They are attaching their brand to another great brand name."

Gami, citing Excite officials, said Excite has agreed to split advertising revenues with Dell as part of the multiyear pact.

Dell stock rose \$3.81 to \$63.875 on Nasdaq, and SBC rose 94 cents to \$41.875 in composite New York Stock Exchange trading.

An industry source said the agreements are nonexclusive and that Dell was expected to sign additional deals with other telecommunication and Internet service suppliers.

Nonetheless, the partnership with Dell triggered a rally in Excite stock, which had gained 26 percent, to \$35.87, up \$7.50, by midday Wednesday in active Nasdaq trading. Dell stock added \$2.87 to \$62.94, also in active Nasdaq trade.

Dell, a Round Rock, Texas-based PC maker, said its ConnectDirect initiative offers Dell customers an easy Internet sign-on process, a choice of Internet access from leading Internet Service Providers (ISPs). The program also offers personalized Web start-up pages, which provide customized news content and direct links to Dell services, support and registration.

SBC said it would provide consumers and businesses with high-speed Internet access on Dell Dimension desktop PCs equipped with special modems and services that make use of existing copper phone lines to link to the Internet.

A Dell spokesman said the two companies plan to begin offering the service in SBC local phone service regions in California and Texas later this year.

The service, based on Advanced Digital Subscriber Line technology, will be made available in other areas as SBC makes the ADSL service more widely available. The service offers Internet access at speed 50 times faster than typical modems.

SBC offers phone service in the Southwestern United States and California. SBC has agreed to merge with Midwest regional phone operator Ameritech Corp. , a deal that awaits regulatory approval.

The deal with SBC calls for Dell to factory-install ADSL modems in Dimension desktop PCs and for the two companies to jointly market the ADSL service. Customers will be able to purchase ADSL-ready computers and ADSL service in a single transaction by contacting Dell directly.

"Dell's initiative with SBC is the latest step in Dell's ConnectDirect strategy to provide fast and easy Internet access to our customers," Carl Everett, senior vice president, Dell personal systems group, said in a statement.

"By speeding up Internet and corporate network access through ADSL-ready desktop PCs, we will offer consumers a tremendous opportunity to enhance their online experience," he said.

AT&T said its WorldNet Service has been chosen by Dell as the first national ISP to offer Dell customers a fast and easy initial set-up way to get online. Purchasers of Dell computers will be offered a menu of alternative Internet service providers, AT&T said.

Consumers can sign up for a free one-month trial of AT&T WorldNet service using a registration process that takes less than five minutes and does not require the customer to provide billing information or to select pricing plans, AT&T said.

The first month of AT&T Internet access is free, after which customers can subscribe to the service for \$19.95 a month for 150 hours of Internet service.

Upon connecting to the Internet, customers are introduced to the Web with a personalized Excite home page ([www.dell.excite.com](http://www.dell.excite.com)) with pre-selected news and content. Users can then further personalize their Excite pages to receive the latest news and information, enabling them to check sports scores, horoscopes, stock portfolios and more.

The deal linking Dell computer users to Excite is a boost for the Internet media company in its battle to increase its share of the audience using its service as a central hub, or gateway, to the Internet.

Abhishek Gami, an analyst with brokerage William Blair & Co., said that according to Excite officials, Excite has agreed to split advertising revenues with Dell as part of a multiyear pact.

Dell is unlikely to strike deals with rival Internet media companies unless Excite fails to hold

the attention of Dell customers, Gami said.

"Unless Excite really screws up, the chances are that Dell won't replace them with another portal," the securities analyst said. "The deal is Excite's to screw up."

The AT&T and Excite services are available with Dell computers now shipping, Dell said.

SBC shares were up 44 cents to \$41.375, while AT&T stood at \$58.44, unchanged on the day, both in moderate trading on the New York Stock Exchange.

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**CERTIFICATE OF SERVICE**

I hereby certify that on this 25<sup>th</sup> day of September, 1988, copies of the foregoing

COMMENTS OF xDSL NETWORKS, INC.; CC Docket No. 98-147, were served via

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